

Headquarters U.S. Air Force

Integrity - Service - Excellence

Air Force Office Small Business Programs Office



**John Caporal
Deputy Director, SAF/SB
5 December 06**

U.S. AIR FORCE



U.S. AIR FORCE

What do we do?

- **Advocate for small and disadvantaged business and HBCU/MIs by promoting effective outreach and acquisition strategies to ensure fair opportunities in Air Force procurements because**
 - **Congressional Mandate**
 - **Air Force needs to maintain a strong Defense industrial base to support the war fighter**



U.S. AIR FORCE

Who we are

■ **SAF/SB:**

- **4 Civilians**
- **4 On-Site Support Contractors**



■ **AFOPO**

- **4 Civilians**
- **6 On-Site Support Contractors**
- **1 Student Aide**
- **2 Military**





U.S. AIR FORCE

Who we are

- **129 Small Business Specialists across the country and at every USAF Base and MAJCOM**





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AFOPPO Activities

- **Education and Training**
 - **Provided multi-pronged outreach**
 - **Contracting 101 training for over 1,000 small business representatives nationwide**
 - **Outreach event support provided to numerous installations, national advocacy conferences (such as PTACs) and SB Regional Councils**
 - **Socio-economic program training for acquisition personnel**
 - **Continuous update and development of reference material**
 - **Website tools expanded**
 - **HUBZone and SDVOSB Tracking Tool**
 - **LRAE Updated**
 - **Small Business Learning Center**
 - **Course load increased to over 20 web-based modules**
 - **Topics range from SB program guidance to specific contracting issues**
 - **Consolidation and Bundling Training Learning Module Complete**
 - **Contracting Officer Training, Source Selection Training in the works**



Mentor Protégé

Section 831 of Pub. L. 101-510

- **Continuous Administration (Program Reviews)**
- **Total Job Growth 47% (681 jobs FY06)**
- **Total Revenue Growth 56% (\$94M FY06)**
- **Average Return on Investment (ROI) 29: 1 (FY06)**
- **Program Management changed to the Air Force Outreach Program Office (FY06)**



AF Mentor-Protégé Program SDVOSB

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Mentor	Protégé	Technology	Total Contract \$
Chenega	Akimeka, LLC	Information	\$897,555
Raytheon	Engin. Sys Sol.,Inc.	Information	\$1,551,579
Spec Pro	InData Tech	Information	\$802,391
TetraTech	QTechnology Int.	Environmental	\$1,131,125

The AF M-P Program currently has 4 active SDVOSB Protégés, constituting approximately 16% of the program and 36% of the total FY06 awards.



Manufacturing Technical Assistance Production Program

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Its Purpose:

To assist in increasing and enhancing the competitiveness of small manufacturing firms in support of the Air Force, Department of Defense (DoD) and their major Prime Contractors.

Focus

- *Small business solutions to industrial policy issues*
- *Reduce critical shortages of spare parts*
- *Sustainment for legacy weapons systems*
- *Maintain surge production capability*
- *Reduce Diminishing Manufacturing Sources and Material Shortage (DMSMS)*
- *Increasing competition in commodity areas*
- *Source of “best in class” suppliers*

Lt Col William Blakeman

(210) 536-1317

Ms. Sharon Gustaitis

Chief, MTAPP

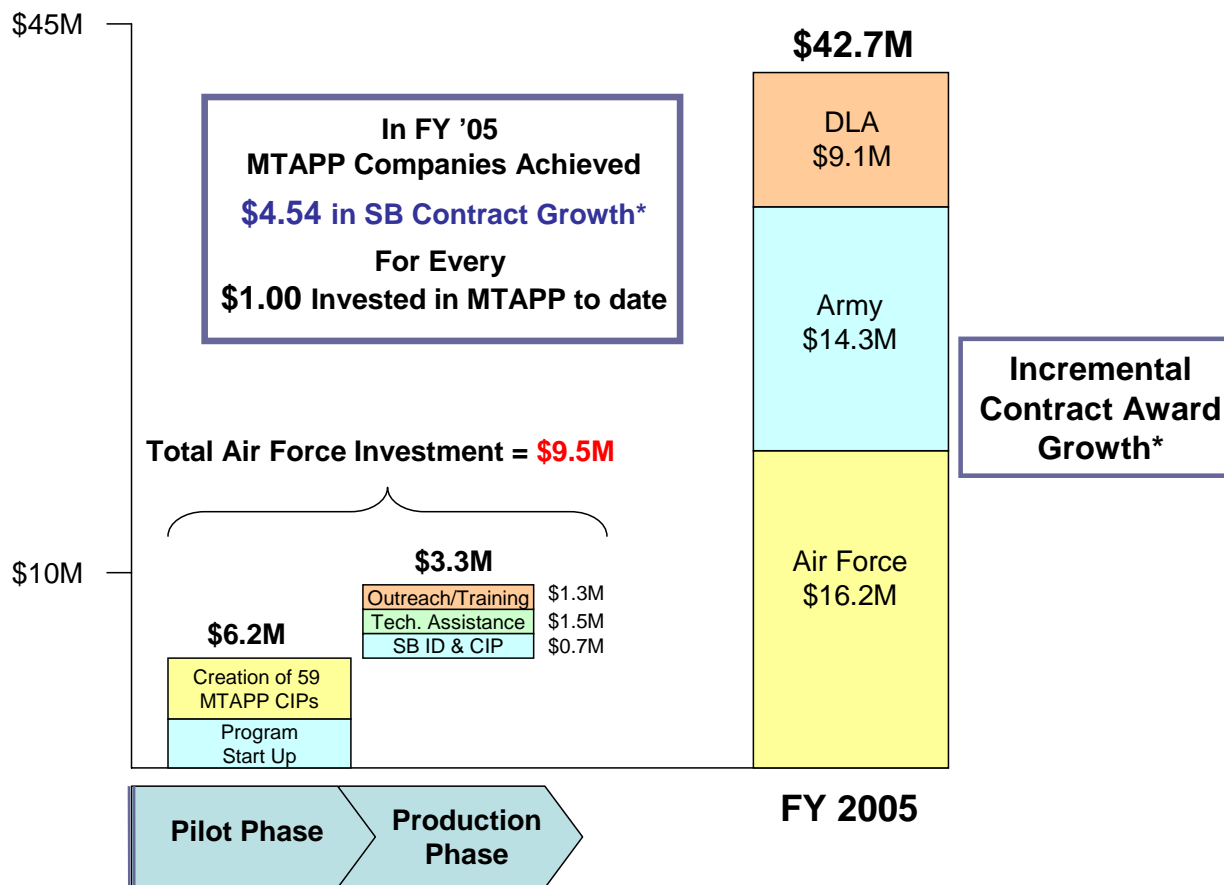
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MTAPP Program Analysts



FY 05 MTAPP ROI

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*Single year comparison of direct to government contract awards for all MTAPP Co.'s against entry year baseline totals



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Socio-Economic Goals

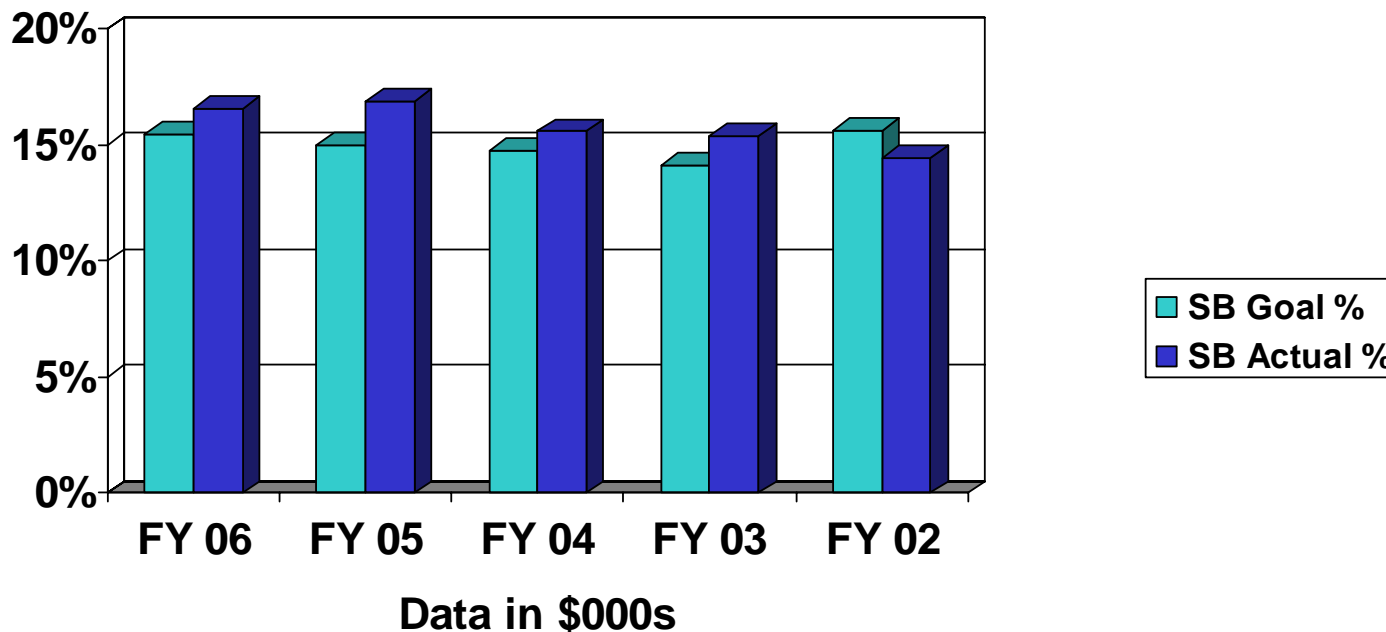
FY07 Air Force Target Goals

- **Small Business – 16.3%**
- **8(a) Certified Small Businesses – 5.77%**
- **Historically Underutilized Business Zone – 1.63%**
- **Historically Black Universities & Colleges/Minority Institutions – 8.93%***
*Of Total Air Force Educational Awards
- **Women Owned Small Businesses – 2.19%**
- **Service Disabled Veteran Owned Small Business – 1.03%**



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SB Goal vs. Actual Total AF for FY 02-FY 06



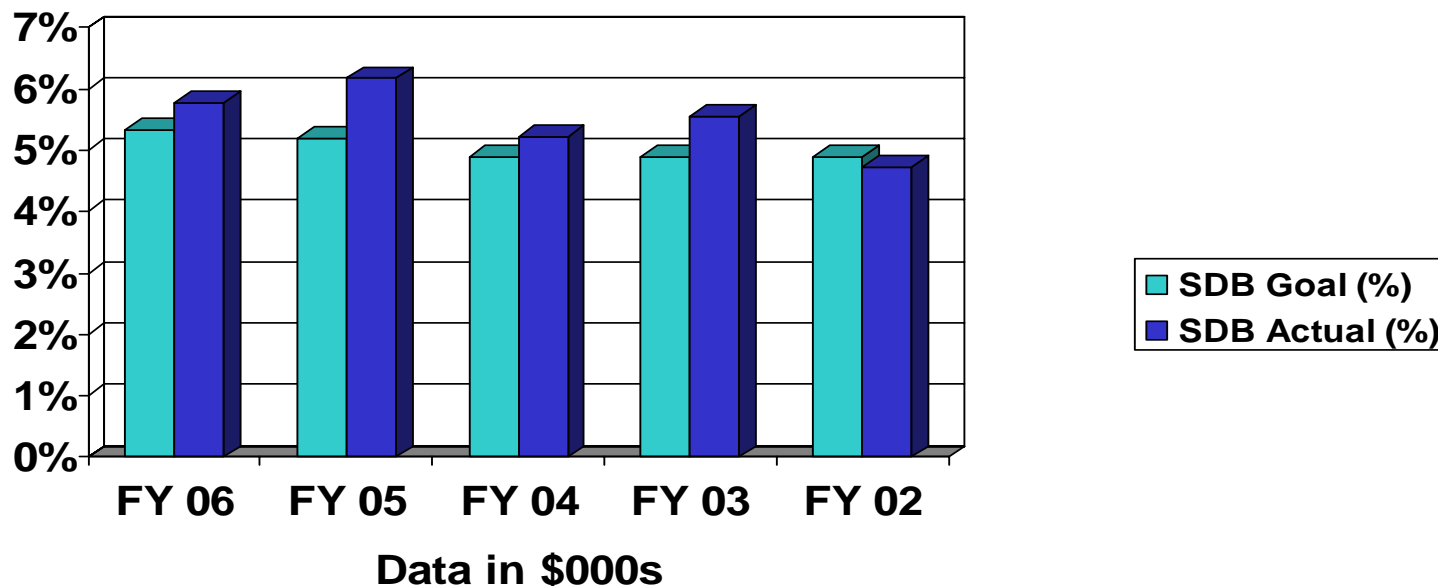
	FY 06	FY 05	FY 04	FY 03	FY 02
Total Base	52,933,591	48,685,495	48,840,658	48,815,572	41,576,425
SB	8,772,641	8,228,461	7,612,805	7,517,598	6,003,022
SB Goal %	15.46%	15.0%	14.8%	14.1%	15.6%
SB Actual %	16.57%	16.90%	15.59%	15.40%	14.44%

(Data Source: J001 EA1 for FY02 – 06)



U.S. AIR FORCE

SDB Goal vs. Actual Total AF for FY 02-FY 06



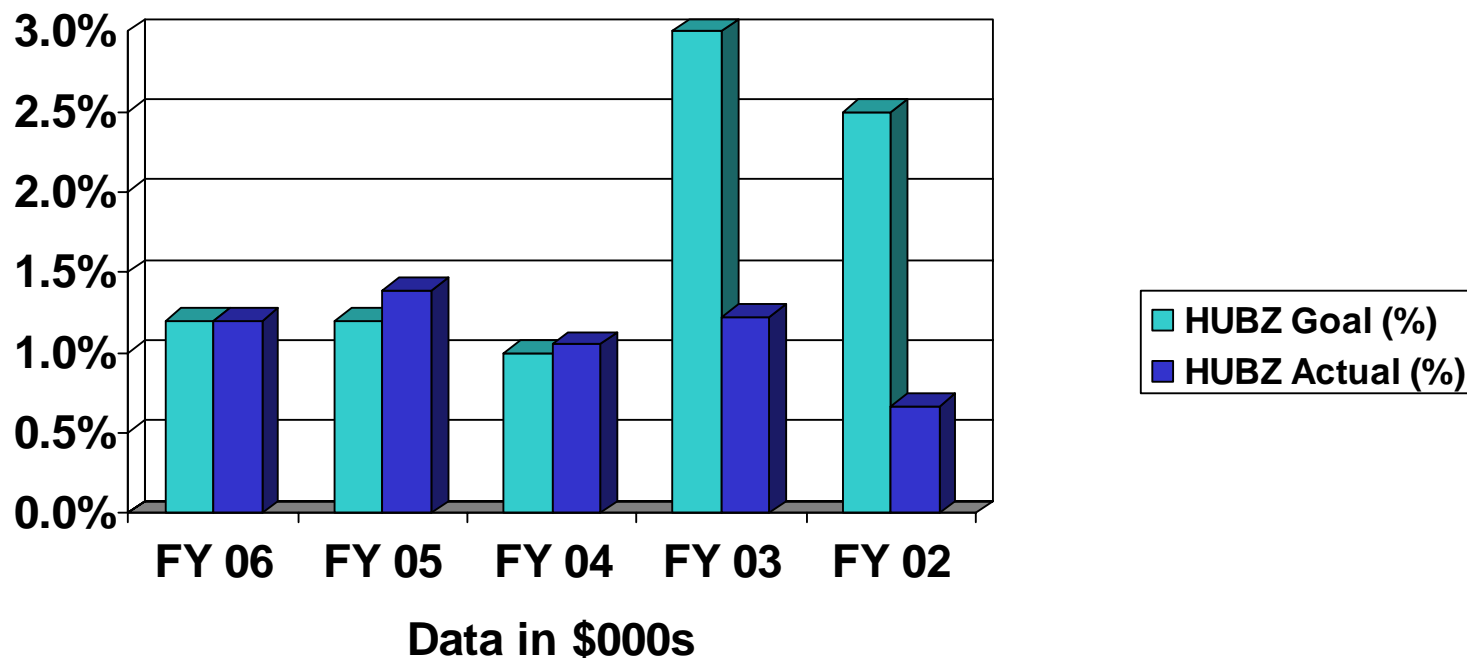
	FY 06	FY 05	FY 04	FY 03	FY 02
Total Base	52,933,591	48,685,495	48,840,658	48,815,572	41,576,425
SDB	3,055,085	3,006,292	2,555,849	2,712,642	1,965,117
SDB Goal %	5.34%	5.2%	4.9%	4.9%	4.9%
SDB Actual %	5.77%	6.17%	5.23%	5.56%	4.73%

(Data Source: J001 EA1 for FY02 – 06)



HUBZone Goal vs. Actual Total AF for FY 02-FY 06

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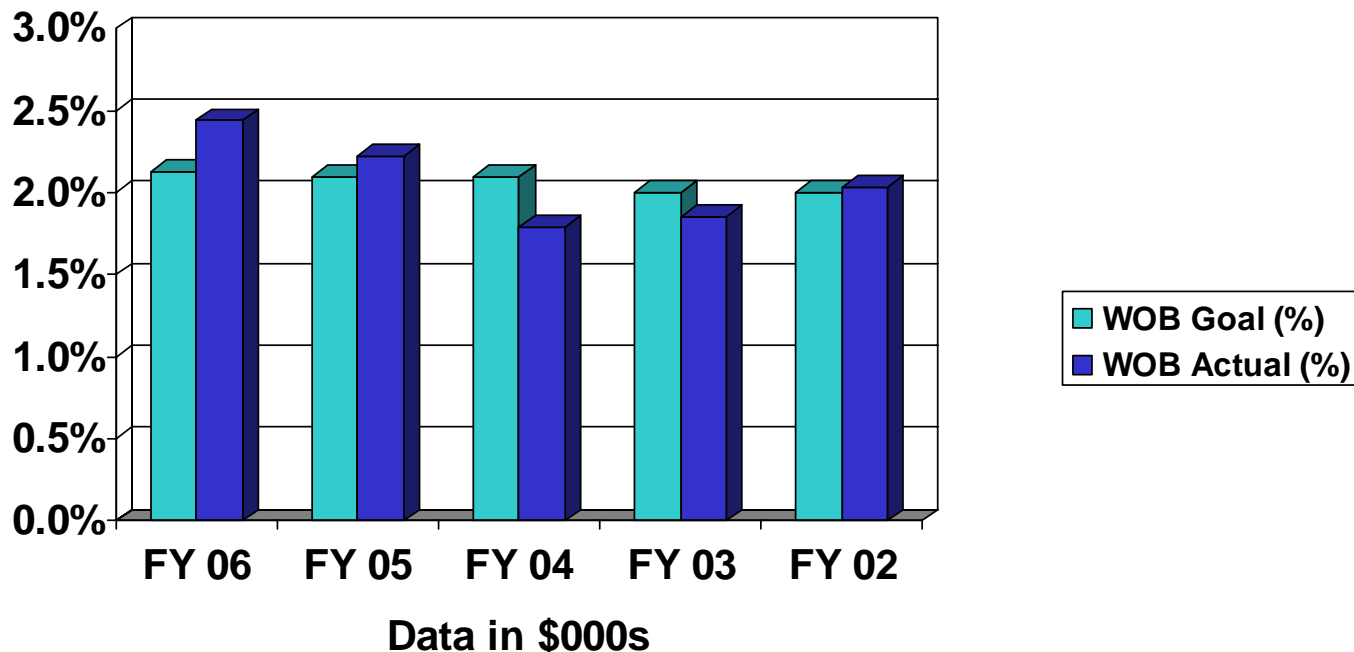
	FY 06	FY 05	FY 04	FY 03	FY 02
Total Base	52,933,591	48,685,495	48,840,658	48,815,572	41,576,425
HUBZone	636,911	677,903	514,289	595,212	279,680
HUBZ Goal %	1.30%	1.20%	1.00%	3.0%	2.50%
HUBZ Actual %	1.20%	1.39%	1.05%	1.22%	0.67%

(Data Source: J001 EA1 for FY02 – 06)



WOB Goal vs. Actual Total AF for FY 02-FY 06

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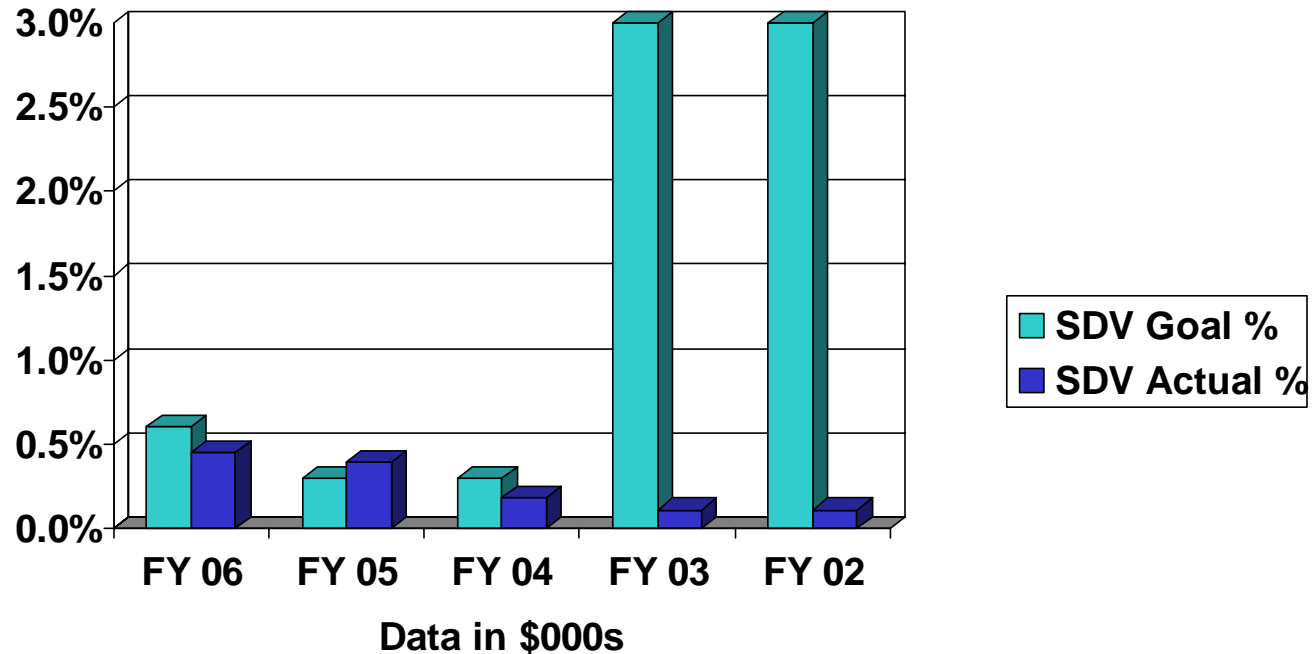
	FY 06	FY 05	FY 04	FY 03	FY 02
Total Base	52,933,591	48,685,495	48,840,658	48,815,572	41,576,425
WOB	1,291,138	1,083,148	875,755	901,676	843,865
WOB Goal %	2.13%	2.1%	2.1%	2.0%	2.0%
WOB Actual %	2.44%	2.22%	1.79%	1.85%	2.03%

(Data Source: J001 EA1 for FY02 – 06)



SDV Goal vs. Actual Total AF for FY 02-FY 06

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	FY 06	FY 05	FY 04	FY 03	FY 02
Total Base	52,933,591	48,685,495	48,840,658	48,815,572	41,576,425
SDV	239,526	192,144	87,687	94,707	46,748
SDV Goal %	0.60%	0.3%	0.3%	3.0%	3.0%
SDV Actual %	0.45%	0.39%	0.18%	0.21%	0.11%

(Data Source: J001 EA1 for FY02 – 06)

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FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

The FedBizOpps "eps.gov" domain name will be deactivated and retired effective 1 October 2005 replaced by "fbo.gov" as the primary fedbizopps domain name. For more info see [What's New!](#)

Hurricane Emergency Contracting Information

Click [HERE](#) for information on registering your business capabilities to assist in the Hurricane disaster relief efforts

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USAF
SMALL BUSINESS

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Homepage

Welcome to US Air Force Small Business

Message From the Director



The Air Force Office of Small and Disadvantaged Business Utilization (OSDBU) is dedicated to supporting the capabilities required to defend the United States and protect its interests through aerospace power. By being willing partners, small businesses and minority institutions of higher education assures that we have available, the widest range of products : services to maintain a strong Defense Industrial Base, and continue our national economic growth and development.

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SMALL BUSINESS LEARNING CENTER

HOW TO SELL TO AIR FORCE

Developed By:
THE AIR FORCE OUTREACH PROGRAM OFFICE

Sponsored By:
THE AIR FORCE OFFICE OF SMALL AND
DISADVANTAGED BUSINESS UTILIZATION

PREFACE
CONTENTS
REFERENCE

VIDEO

WELCOME TO THE TUTORIAL PREFACE. HERE YOU WILL LEARN HOW TO
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- Buckley AFB
- Cannon AFB
- Charleston AFB

Selected State: Texas



Selected Base: Brooks City-Base

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Environmental Excellence
HQ AFCEE - AF Center for Environmental
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8046 Crouch Rd
Brooks City Base, TX 78235-5146

Ms Mary Urey
Director, Small Business
Email: Mary.Urey@brooks.af.mil
Phone: (210) 536-4348
DSN: 240-4348

SB Home Page:
<http://www.afcee.brooks.af.mil/>

HELP

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state to get the
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LRAE

Long Range Acquisition Estimate (LRAE) Procurement Forecast


This Long Range Acquisition Estimate (LRAE) includes projections of anticipated Air Force procurements of \$100,000 or more. The forecast is for informational and marketing purposes only. It does not constitute a specific commitment by the Air Force to fund, in whole or in part, the opportunities referenced herein. This list is all inclusive and is subject to change. As additional information is obtained, it will be posted on www.FedBizOpps.gov.

Hot items or short notice requirements of particular interest to small businesses may be posted at <http://www.selltoairforce.org> under "Hot Opportunities".

[LRAE Search](#)



Hot Items

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U.S. AIR FORCE

SMALL BUSINESS ISSUES

- **HUBZone & Service Disabled Veteran-Owned Small Business Awards**
- **Program Budget Decision (PBD) 753**
- **Requirements Consolidation**
- **Recertification**
- **Subcontracting with Comprehensive Subcontracting Planholders**
- **Program Image**



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Program Image

- **Nothing “Small” About Small Business Capabilities**
- **Focused on Performance and Opportunity not Just Socioeconomic Program Requirements**
- **Ensure that Commanders Continue to Encourage Utilization—”Their Program”**
- **Core SB Advantages—Agility, Adaptation, Personal Attention, Superior Service, Creativity, Customized Solutions, Cost Effectiveness**
- **Supports the Warfighter**
- **Refreshes the Industrial Base**

Questions?





U.S. AIR FORCE

Back up



90 MTAPP Member Suppliers

NORTH WEST (6)

Aero Twin (AK)
A&S Tribal (MT)
IAI Inc. (WA)
Integrated Tech. (WA)
Superior Machine (AK)
Unitech Composites (ID)

NORTH CENTRAL (12)

A.M. Precision Machines (IL)
C&F Machine Corp. (IL)
Electro Optics Mfg (MI)
Interface Systems (KS)
Micropulse Inc. (IN)
Midwest Gear & Tool (MI)

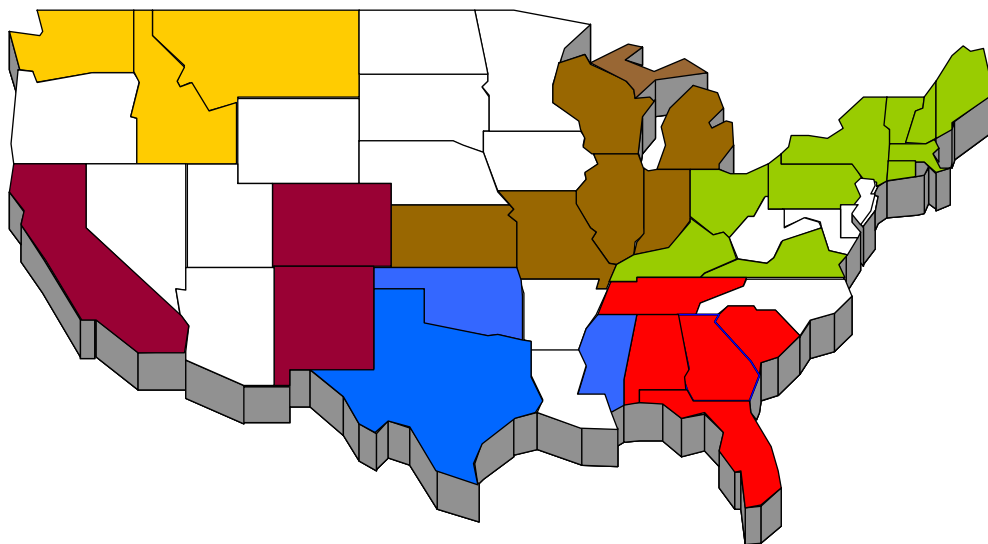
Patriot Machine (MO)
Plasco Formulating (MI)
Polster Tool Eng (MO)
Stanek Tool Corp (WI)
Tech Solutions (MO)
Total Concepts of Design (IN)

NORTH EAST (24)

Ashland Electric (NH)
Bauer Inc. (CT)
Boneal (KY)
Creative Apparel (ME)
Durivage Pattern (OH)
E2 Precision (OH)
Eagle Tool (OH)
Electronic Connectors (PA)
Electro Energy (CT)
Gentile Manufacturing (PA)
Hicksville Machine (NY)
ICDI (CT)
Lenape Forge (PA)
Orion Ropeworks (ME)
Penn Metal (PA)
Precision Component (OH)
Precision Manufacturing (OH)
Sechan (PA)
Secure Systems Group (VA)
Sheet Metal Prod. (OH)
Space-Craft (CT)
Tens Machine (NY)
Tireme Manufacturing (MA)
Vermont Aerospace (VT)

SOUTH WEST (17)

A&M Aerospace (CO)
A.T. Waveguide (CA)
Castle Precision (CA)
Composites Horizons (CA)
Foam Matrix (CA)
Graphics Research (CA)
Independent Forge (CA)
Kit Pack Company (NM)
Laguna Industries (NM)
Llamas Plastics (CA)
Loud Engineering (CA)
Lyncole XT (CA)
QPL Technologies (CA)
Regent Aerospace (CA)
Santourian Mfg (CA)
Sierra Monolithics (CA)
Team Specialty (NM)



SOUTH CENTRAL (13)

AAA Machine (TX)	M2 Global Technologies (TX)
Aero CNC (TX)	Mayday Manufacturing Co (TX)
AGH Industries (TX)	Precise Industries (TX)
CENTECH Group (OK)	Tal-Port Industries (MS)
Cherokee Nations Industries Inc (OK)	
Hi-Tech Metal (TX)	Hood Cable Co (MS)
Hood Cable Company (MS)	Witter Manufacturing (TX)

SOUTH EAST (18)

Bryant's Precision Mfg. (FL)	Global Manufacturing (FL)	Quality Networks (AL)
Carmin Industries (AL)	Muskogee Metalworks (AL)	R&D Electronics (AL)
Certified Manufacturing (FL)	Nor-Ral Plastics (GA)	Summa Technology (AL)
Custom Manufacturing (FL)	Patterson Machine (AL)	Talladega Machinery (AL)
EJM Aerospace Svc. (FL)	Phoenix Specialty (SC)	Tampa Brass & Alum (FL)
EMS (TN)	Precision Machining (TN)	Volumatic, Inc. (GA)